

	A	B	C	D	E	F	G
1							
2		State of California					
3		Department of General Services					
4		IT Hardware Enterprise eRFP# DGS 5008 - Addendum #3					
5		Pricing Worksheet #8 - SAN Fabric (Switches and HBAs)					
6		Back to Table of Contents					
7							
8			Cells highlighted in yellow are mandatory fields				
9		Bidder Name:	Northrop Grumman Computing Systems				
10		Submitted by:	Duane Fletcher				
							Instructions: Bidders MUST provide specifications and pricing exceed the specifications provided. In addition, bidders MUST configuration. If an option is not technically available, please n stable platforms. For upgrade options, propose the most cost submit a detailed product /specification sheet for each product pricing proposal or by providing the URL's that link to the prod on the RFP release date as set forth in Section 6 of the eRFP.
11							
12							
13		Storage Area Netowrk (SAN) Switches					Switch Type A
14		Common Configurations	Product Specification				Minimum Requirements
15			Fibre Channel Ports (Base)				8
16			Port Types:				FL_Port, F_Port, and E_Port
17			Port Speed:				2 Gb/sec, full duplex
18			Class of Services:				Class 2, Class 3, Class F
19			Management Access:				10/100 Ethernet (RJ-45), serial port
20			Warranty				3-year parts exchange, 8x5xNext-Business-Day response
21		Bidder's Proposed Model	OEM				
22			Model Name				
23			Model Number (SKU)				
24			Index Name (Retail, Website, etc.)				
25			Index Name URL Address				
26			Current Index Price				
27			Discount				
28			RFP Price				
29			Typical Duration Between Index Price Updates (Months)				
30			Model Release Date				
31			Model Phase Out Date				
32		Options	Change to Requirements Shown Above	OEM	Model Number (SKU)	Index Price	
33		Support Services	Upgrade to 3-Y warranty 24x7x2	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
34			Additional 1-Y warranty 24x7x2	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
35			Additional 2-Y warranty 24x7x2	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
36			Upgrade to 3-Y warranty 8x5x4	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
37			Additional 1-Y warranty 8x5x4	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
38			Additional 2-Y warranty 8x5x4	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
39			Additional 1-Y warranty 8x5xNBD	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
40			Additional 2-Y warranty 8x5xNBD	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
41			Device Installation Services (\$/hr)	EMC	Included at no additional cost	N/A	

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	for ALL common configurations included on this subcategory with proposed models that will meet or provide pricing for ALL existing options that are technically available in the market for each common mark the cell as "Not Technically Available". Propose only consistent, enterprise-class machines with effective items that are consistent with the respective configuration specifications. Bidders MUST that is proposed to the State. The product sheets should be submitted in hard copy format with the product description information in the cell below, preferably both. The Index Price shall be the Index Price Bidders shall provide a verifiable record of the submitted Index Price	
11		
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13		
14	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
15	Meets Requirements	8-Port
16	Meets Requirements	Provides FL, F, and E
17	Meets Requirements	2GB/sec standard
18	Meets Requirements	Provides Class 2,3 and F
19	Meets Requirements	Provide 10/100 Ethernet and serial port
20	Exceeds Requirements	Exceeds requirement with 5 Year onsite warranty
21		EMC
22		Connectrix DS-8B3
23		CAL-SAN-B-8
24		Website
25		www.shop.it.northropgrumman.com/StateOfCa/
26		6500
27		0.5346
28		3024.82
29		30 Days/1 Month
30		May-04
31		No date scheduled
32		\$ (+ or -) Change to RFP Price Above
33		Included at no additional charge
34		Included at no additional charge
35		Included at no additional charge
36		Included at no additional charge
37		Included at no additional charge
38		Included at no additional charge
39		Included at no additional charge
40		Included at no additional charge
41		Included at no additional charge

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1					
2	State of California				
3	Department of General Services				
4	IT Hardware Enterprise eRFP# DGS 5008 - Addendum #3				
5	Pricing Worksheet #8 - SAN Fabric (Switches and HBAs)				
6	[Back to Table of Contents]				
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9	Bidder Name:	Northrop Grumman Computing Systems			
10	Submitted by:	Duane Fletcher			
			Instructions: Bidders MUST provide specifications and pricing for ALL common configurations included on this subcategory with proposed models that will meet or exceed the specifications provided. In addition, bidders MUST provide pricing for ALL existing options that are technically available in the market for each common configuration. If an option is not technically available, please mark the cell as "Not Technically Available". Propose only consistent, enterprise-class machines with stable platforms. For upgrade options, propose the most cost-effective items that are consistent with the respective configuration specifications. Bidders MUST submit a detailed product /specification sheet for each product that is proposed to the State. The product sheets should be submitted in hard copy format with the pricing proposal or by providing the URL's that link to the product description information in the cell below, preferably both. The Index Price shall be the Index Price on the RFP release date as set forth in Section 6 of the eRFP. Bidders shall provide a verifiable record of the submitted Index Price.		
11					
12					
13	Storage Area Netowrk (SAN) Switches		Switch Type B		
14	Common Configurations	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
15		Fibre Channel Ports (Base)	16	Meets Requirements	16 Ports
16		Port Types:	FL_Port, F_Port, and E_Port	Meets Requirements	Provides FL, F, and E
17		Port Speed:	2 Gb/sec, full duplex	Meets Requirements	2GB/sec standard
18		Class of Services:	Class 2, Class 3, Class F	Meets Requirements	Provides Class 2,3 and F
19		Management Access:	10/100 Ethernet (RJ-45), serial port	Meets Requirements	Provide 10/100 Ethernet and serial port
20	with response times per Section 5	Warranty	3-year parts exchange, 8x5xNext-Business-Day response	Exceeds Requirements	Exceeds requirement with 5 Year onsite warranty
21	Bidder's Proposed Model	OEM			EMC
22		Model Name			Connectrix DS-16B3-FF-0
23		Model Number (SKU)			CAL-SAN-B-16
24		Index Name (Retail, Website, etc.)			Website
25		Index Name URL Address			www.shop.it.northropgrumman.com/StateOfCa/
26		Current Index Price			12700
27		Discount			0.6717
28		RFP Price			4169.02
29		Typical Duration Between Index Price Updates (Months)			30 Days/1 Month
30	Model Release Date			May-04	
31		Model Phase Out Date			No date scheduled
32	Options	Change to Requirements Shown Above			\$ (+ or -) Change to RFP Price Above
33	Support Services	Upgrade to 3-Y warranty 24x7x2			Included at no additional charge
34		Additional 1-Y warranty 24x7x2			Included at no additional charge
35		Additional 2-Y warranty 24x7x2			Included at no additional charge
36		Upgrade to 3-Y warranty 8x5x4			Included at no additional charge
37		Additional 1-Y warranty 8x5x4			Included at no additional charge
38		Additional 2-Y warranty 8x5x4			Included at no additional charge
39		Additional 1-Y warranty 8x5xNBD			Included at no additional charge
40		Additional 2-Y warranty 8x5xNBD			Included at no additional charge
41		Device Installation Services (\$/hr)			Included at no additional charge

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2	State of California				
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11					
12					
13	Storage Area Netowrk (SAN) Switches		Switch Type C		
14	Common Configurations	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
15		Fibre Channel Ports (Base)	32	Meets Requirements	32 Ports
16		Port Types:	FL_Port, F_Port, and E_Port	Meets Requirements	Provides FL, F, and E
17		Port Speed:	2 Gb/sec, full duplex	Exceeds Requirements	4GB/sec standard
18		Class of Services:	Class 2, Class 3, Class F	Meets Requirements	Provides Class 2,3 and F
19		Management Access:	10/100 Ethernet (RJ-45), serial port	Meets Requirements	Provide 10/100 Ethernet and serial port
20	with response times per Section 5	Warranty	3-year parts exchange, 8x5xNext-Business-Day response	Exceeds Requirements	Exceeds requirement with 5 Year onsite warranty
21	Bidder's Proposed Model	OEM			EMC
22		Model Name			Connectrix 4100B
23		Model Number (SKU)			CAL-SAN-B-32
24		Index Name (Retail, Website, etc.)			Website
25		Index Name URL Address			www.shop.it.northropgrumman.com/StateOfCa/
26		Current Index Price			30500
27		Discount			0.6507
28		RFP Price			10652.18
29		Typical Duration Between Index Price Updates (Months)			30 Days/1 Month
30		Model Release Date			Feb-05
31		Model Phase Out Date			No date scheduled
32	Options	Change to Requirements Shown Above			\$ (+ or -) Change to RFP Price Above
33	Support Services	Upgrade to 3-Y warranty 24x7x2			Included at no additional charge
34		Additional 1-Y warranty 24x7x2			Included at no additional charge
35		Additional 2-Y warranty 24x7x2			Included at no additional charge
36		Upgrade to 3-Y warranty 8x5x4			Included at no additional charge
37		Additional 1-Y warranty 8x5x4			Included at no additional charge
38		Additional 2-Y warranty 8x5x4			Included at no additional charge
39		Additional 1-Y warranty 8x5xNBD			Included at no additional charge
40		Additional 2-Y warranty 8x5xNBD			Included at no additional charge
41		Device Installation Services (\$/hr)			Included at no additional charge

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2	State of California				
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4	IT Hardware Enterprise eRFP# DGS 5008 - Addendum #3				
5	Pricing Worksheet #8 - SAN Fabric (Switches and HBAs)				
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11					
12					
13	Storage Area Netowrk (SAN) Switches		Switch Type D		
14	Common Configurations	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
15		Fibre Channel Ports (Base)	64	Exceeds Requirements	EMC Connectrix 24000-B is scaleable to 128 ports
16		Port Types:	FL_Port, F_Port, and E_Port	Meets Requirements	Standard FL, F and E_Ports
17		Port Speed:	2 Gb/sec, full duplex	Meets Requirements	Stnadard 2gbps with trunking capabilities that agree
18		Class of Services:	Class 2, Class 3, Class F	Meets Requirements	Standard Class 2, 3 and F
19		Management Access:	10/100 Ethernet (RJ-45), serial port	Exceeds Requirements	10/100 Ethernet, serial port and in-band Fibrechannel
20	with response times per Section 5	Warranty	3-year parts exchange, 8x5xNext-Business-Day response	Exceeds Requirements	Exceeds requirement with 5 Year onsite warranty
21	Bidder's Proposed Model	OEM			EMC
22		Model Name			Connectrix 24000-B
23		Model Number (SKU)			CAL-SAN-B-64
24		Index Name (Retail, Website, etc.)			Website
25		Index Name URL Address			www.shop.it.northropgrumman.com/StateOfCalifornia
26		Current Index Price			165300
27		Discount			0.7406
28		RFP Price			42883.9
29		Typical Duration Between Index Price Updates (Months)			30 Days/1 Month
30		Model Release Date			May-04
31		Model Phase Out Date			No date scheduled
32	Options	Change to Requirements Shown Above			\$ (+ or -) Change to RFP Price Above
33	Support Services	Upgrade to 3-Y warranty 24x7x2			Included at no additional charge
34		Additional 1-Y warranty 24x7x2			Included at no additional charge
35		Additional 2-Y warranty 24x7x2			Included at no additional charge
36		Upgrade to 3-Y warranty 8x5x4			Included at no additional charge
37		Additional 1-Y warranty 8x5x4			Included at no additional charge
38		Additional 2-Y warranty 8x5x4			Included at no additional charge
39		Additional 1-Y warranty 8x5xNBD			Included at no additional charge
40		Additional 2-Y warranty 8x5xNBD			Included at no additional charge
41		Device Installation Services (\$/hr)			Included at no additional charge

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2	State of California						
3	Department of General Services						
4	IT Hardware Enterprise eRFP# DGS 5008 - Addendum #3						
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10	Submitted by:	Duane Fletcher					
			Instructions: Bidders MUST provide specifications and pricing for ALL common configurations included on this subcategory with proposed models that will meet or exceed the specifications provided. In addition, bidders MUST provide the market for each common configuration. If an option is not technically available, please mark the cell as "Not Technically Available". Propose only consistent, enterprise-class machines with stable platforms. For upgrade options, provide the respective configuration specifications. Bidders MUST submit a detailed product /specification sheet for each product that is proposed to the State. The product sheets should be submitted in hard copy format with the pricing proposal information in the cell below, preferably both. The Index Price shall be the Index Price on the RFP release date as set forth in Section 6 of the eRFP. Bidders shall provide a verifiable record of the submitted Index Price.				
11							
12							
13	Host Bus Adapters (HBAs)					Single Channel SCSI	
14	Common Configurations	Product Specification				Minimum Requirements	Meet, Exceed or Not Meet Requirements
15		Channels:				1	Exceeds Requirements
16		Ports (Internal/External):				1/1	Exceeds Requirements
17		Maximum Drives Supported:				14	Exceeds Requirements
18		Storage Interface:				SCSI	Meets Requirements
19		Data Transfer Method:				PCI bus-master	Meets Requirements
20		Warranty				3-year parts exchange, 8x5xNext-Business-Day response	Exceeds Requirements
21	Bidder's Proposed Model	OEM					
22		Model Name					
23		Model Number (SKU)					
24		Index Name (Retail, Website, etc.)					
25		Index Name URL Address					
26		Current Index Price					
27		Discount					
28		RFP Price					
29		Typical Duration Between Index Price Updates (Months)					
30		Model Release Date					
31		Model Phase Out Date					
32	Options	Change to Requirements Shown Above	OEM	Model Number (SKU)	Index Price		
33	Support Services	Upgrade to 3-Y warranty 24x7x2	Adaptec/Qlogic	Included at no additional cost	Included at no additional cost		
34		Additional 1-Y warranty 24x7x2	Adaptec/Qlogic	Included at no additional cost	Included at no additional cost		
35		Additional 2-Y warranty 24x7x2	Adaptec/Qlogic	Included at no additional cost	Included at no additional cost		
36		Upgrade to 3-Y warranty 8x5x4	Adaptec/Qlogic	Included at no additional cost	Included at no additional cost		
37		Additional 1-Y warranty 8x5x4	Adaptec/Qlogic	Included at no additional cost	Included at no additional cost		
38		Additional 2-Y warranty 8x5x4	Adaptec/Qlogic	Included at no additional cost	Included at no additional cost		
39		Additional 1-Y warranty 8x5xNBD	Adaptec/Qlogic	Included at no additional cost	Included at no additional cost		
40		Additional 2-Y warranty 8x5xNBD	Adaptec/Qlogic	Included at no additional cost	Included at no additional cost		
41		Device Installation Services (\$/hr)	Northrop Grumman	SPC3H	40.49		

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	Provide pricing for ALL existing options that are technically available in the current market. If you are unable to provide pricing for any of the options, propose the most cost-effective items that are consistent with the requirements. You may do this by providing the product description in the proposal or by providing the URL's that link to the product description.
11	
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14	Bidder's Proposed Specs
15	Dual Channel
16	3 Internal/2 External
17	Up to 30 Drives Supported
18	SCSI 64-Bit
19	PCI Bus Master
20	5 Year Manufacturer Warranty
21	Adaptec
22	Adaptec SCSI CARD-39160
23	ASC39160
24	Website
25	www.shop.it.northropgrumman.com/StateOfCa/
26	379
27	0.5961
28	153.06
29	30 days/1 Month
30	Jan-00
31	No date scheduled
32	\$ (+ or -) Change to RFP Price Above
33	Included at no additional cost
34	Included at no additional cost
35	Included at no additional cost
36	Included at no additional cost
37	Included at no additional cost
38	Included at no additional cost
39	Included at no additional cost
40	Included at no additional cost
41	\$34.42

	AG	AH	AI	AJ	AK
1					
2	State of California				
3	Department of General Services				
4	IT Hardware Enterprise eRFP# DGS 5008 - Addendum #3				
5	Pricing Worksheet #8 - SAN Fabric (Switches and HBAs)				
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11					
12					
13	Host Bus Adapters (HBAs)		Dual Channel SCSI		
14		Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
15	Common Configurations	Channels:	2	Meets Requirements	Dual Channel
16		Ports (Internal/External):	2/2	Exceeds Requirements	3 Internal/2 External
17		Maximum Drives Supported:	28	Exceeds Requirements	Up to 30 Drives Supported
18		Storage Interface:	SCSI	Meets Requirements	SCSI 64-Bit
19		Data Transfer Method:	PCI bus-master	Meets Requirements	PCI Bus Master
20		Warranty	3-year parts exchange, 8x5xNext-Business-Day response	Exceeds Requirements	5 Year Warranty
21	Bidder's Proposed Model	OEM			Adaptec
22		Model Name			Adaptec SCSI CARD-39160
23		Model Number (SKU)			ASC39160
24		Index Name (Retail, Website, etc.)			Website
25		Index Name URL Address			www.shop.it.northropgrumman.com/StateOfCa/
26		Current Index Price			379
27		Discount			0.5961
28		RFP Price			153.06
29		Typical Duration Between Index Price Updates (Months)			30 days/1 Month
30		Model Release Date			Jan-00
31		Model Phase Out Date			No date scheduled
32	Options	Change to Requirements Shown Above			\$ (+ or -) Change to RFP Price Above
33	Support Services	Upgrade to 3-Y warranty 24x7x2			Included at no additional cost
34		Additional 1-Y warranty 24x7x2			Included at no additional cost
35		Additional 2-Y warranty 24x7x2			Included at no additional cost
36		Upgrade to 3-Y warranty 8x5x4			Included at no additional cost
37		Additional 1-Y warranty 8x5x4			Included at no additional cost
38		Additional 2-Y warranty 8x5x4			Included at no additional cost
39		Additional 1-Y warranty 8x5xNBD			Included at no additional cost
40		Additional 2-Y warranty 8x5xNBD			Included at no additional cost
41		Device Installation Services (\$/hr)			\$34.42

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1					
2	State of California				
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11					
12					
13	Host Bus Adapters (HBAs)		Dual Channel Fibre Channel		
14		Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
15	Common Configurations	Channels:	2	Meets Requirements	Dual Channels
16		Ports (Internal/External):	2/2	Meets Requirements	2 Channel FibreChannel
17		Maximum Drives Supported:	28	Exceeds Requirements	Over 28 Drives
18		Storage Interface:	FC	Meets Requirements	2 Gbps FC interface
19		Data Transfer Method:	PCI bus-master	Exceeds Requirements	PCI-X 2Gbps Bus Transfer
20		Warranty	3-year parts exchange, 8x5xNext-Business-Day response	Meets Requirements	3 Years
21	Bidder's Proposed Model	OEM			QLOGIC
22		Model Name			SAN Blade HBA
23		Model Number (SKU)			QLA-2342
24		Index Name (Retail, Website, etc.)			Website
25		Index Name URL Address			www.shop.it.northropgrumman.com/StateOfCa/
26		Current Index Price			2033.99
27		Discount			0.4482
28		RFP Price			1122.45
29		Typical Duration Between Index Price Updates (Months)			30 days/1 Month
30		Model Release Date			Aug-02
31		Model Phase Out Date			No date scheduled
32	Options	Change to Requirements Shown Above			\$ (+ or -) Change to RFP Price Above
33	Support Services	Upgrade to 3-Y warranty 24x7x2			Included at no additional cost
34		Additional 1-Y warranty 24x7x2			Included at no additional cost
35		Additional 2-Y warranty 24x7x2			Included at no additional cost
36		Upgrade to 3-Y warranty 8x5x4			Included at no additional cost
37		Additional 1-Y warranty 8x5x4			Included at no additional cost
38		Additional 2-Y warranty 8x5x4			Included at no additional cost
39		Additional 1-Y warranty 8x5xNBD			Included at no additional cost
40		Additional 2-Y warranty 8x5xNBD			Included at no additional cost
41		Device Installation Services (\$/hr)			\$34.42